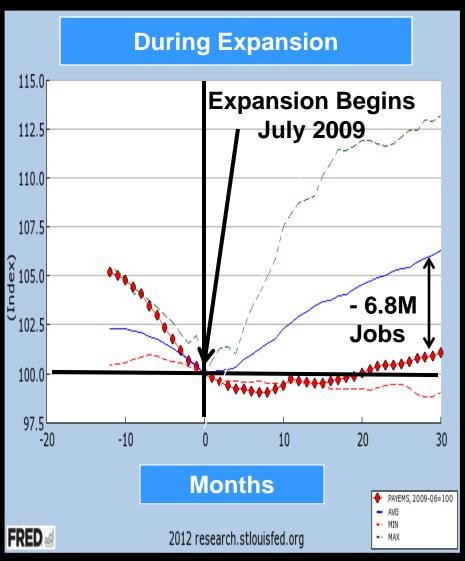


Big Picture State of the Recovery Three Key Growth Trends

- Jobs
- Disposable Income
- Consumption Expenditures

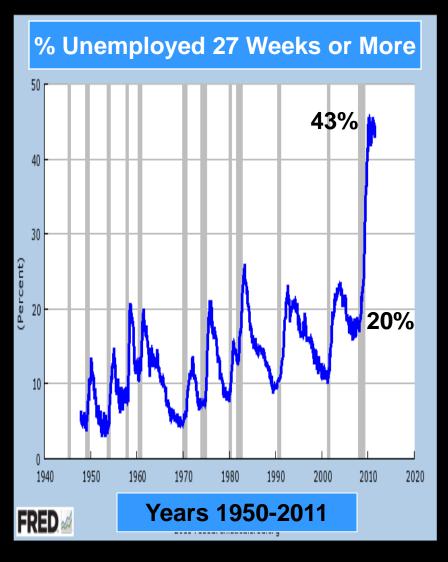
US Change in Payroll Jobs Steep Drop & Slow Rebound

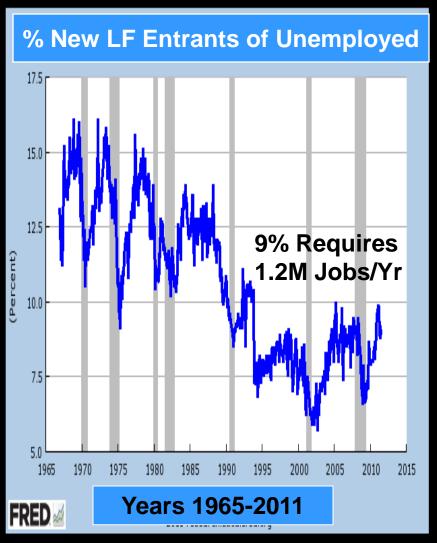




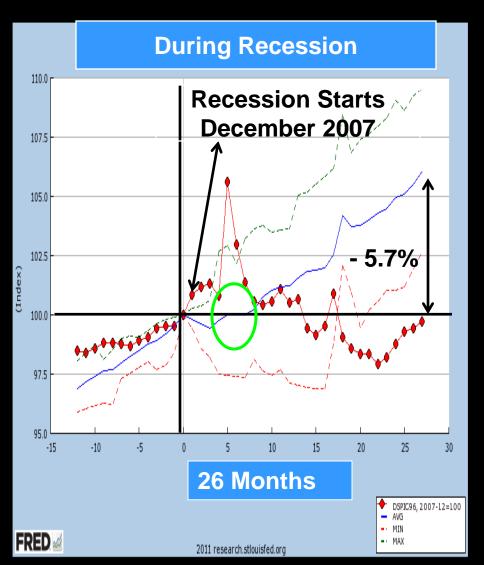
US Effects of Slow Job Growth

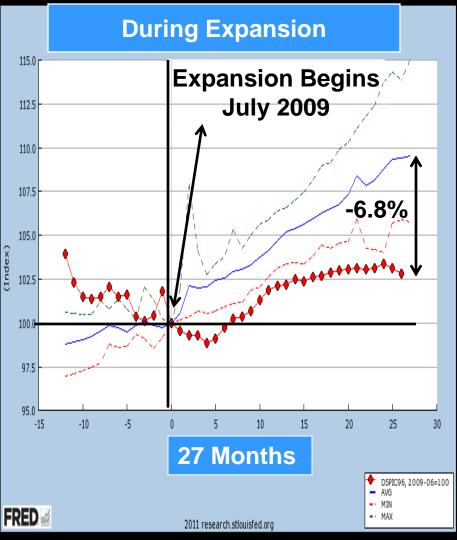
Until U Falls Expect More Stimulus Policies





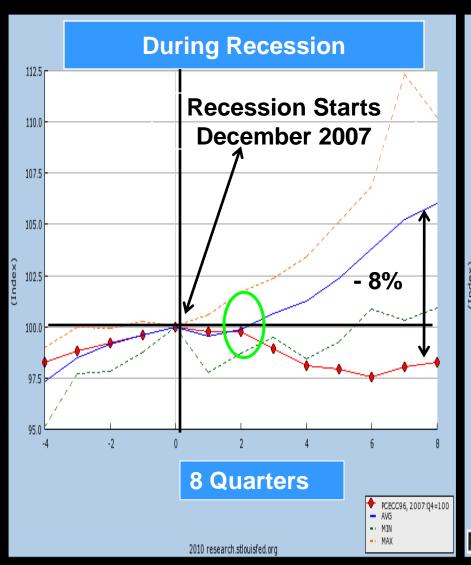
US Change in Disposable Income Slow Rebound-Gap Widening

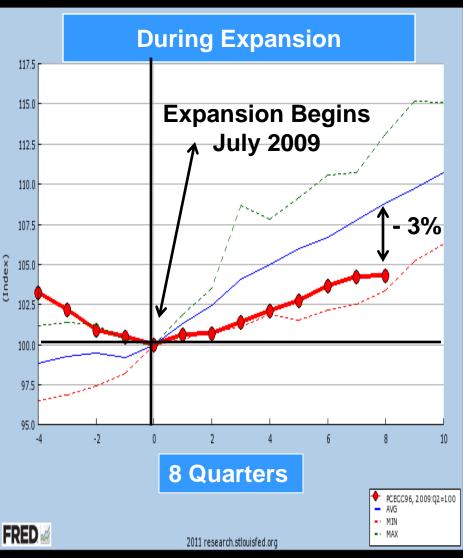




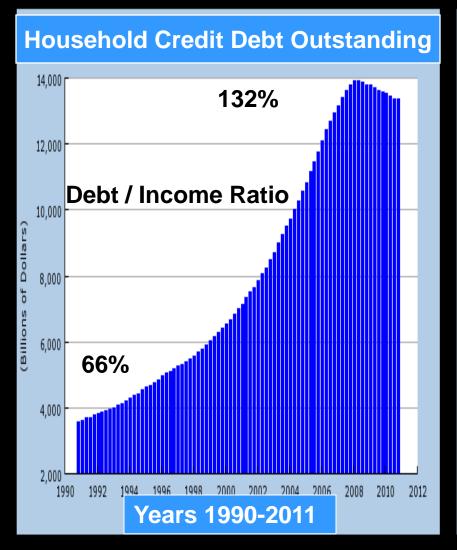
US Change in Consumer Consumption

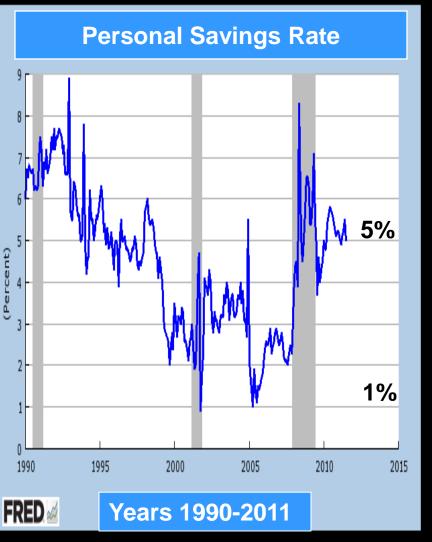
Consumption Represents 70%+ of GDP





US Why Slow Consumption Growth? Consumer Spending too High?



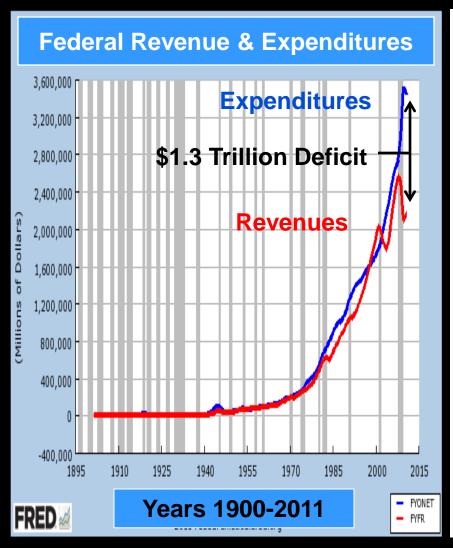


Attempts to Stimulate Growth Have They Worked?

- Increase Deficit Spending
- Increase Loanable Funds
- Lower Interest Rates

US Deficit Spending & Job Openings

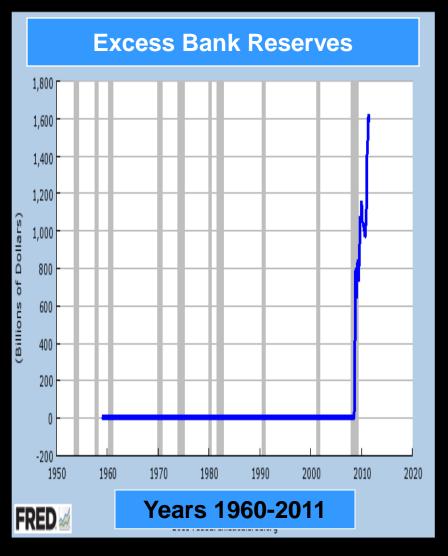
Attempt to Stimulate Growth (1)





US Loanable Funds & Loans

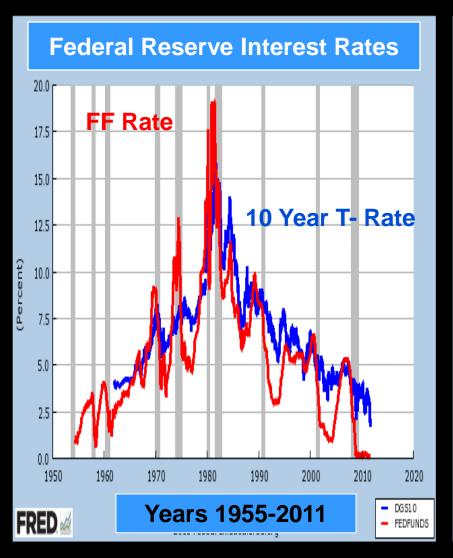
Attempt to Stimulate Growth (2)

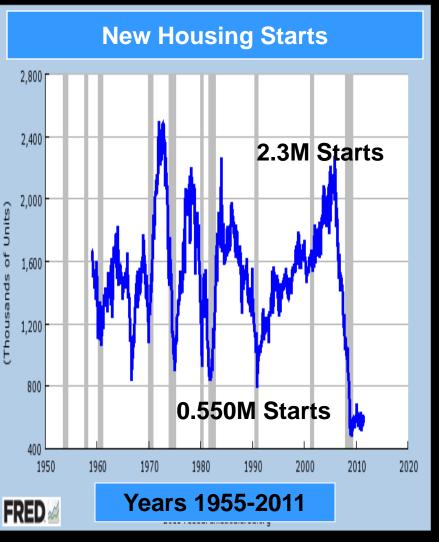




US Interest Rates & Housing Starts

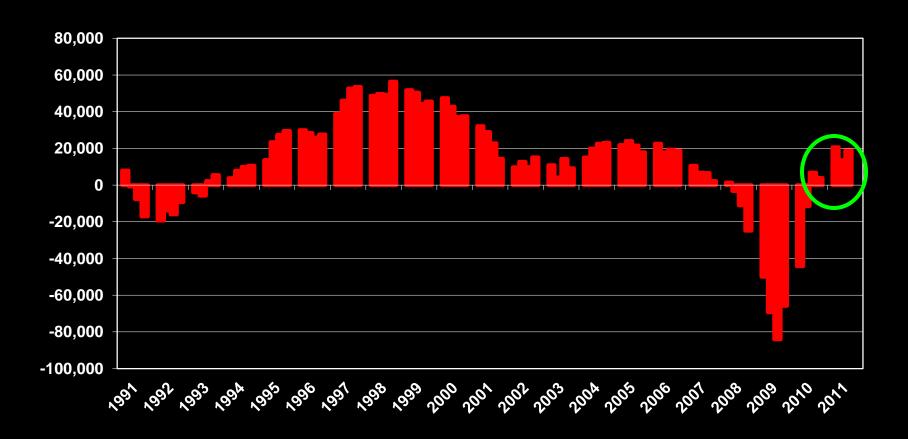
Attempt to Stimulate Growth(3)





Local Labor Market Concerns

SD Payroll Jobs Change Y-O-Y by Quarter 1991-2011 Q3



SD Job Change Following 90s & 07 Recession Percent of Change in Jobs. First 6 Months of Job Growth

Percent of Change in Jobs, First 6 Months of Job Growth		
	1993	2010
Job Growth/Decline	11,600/-4000	27,600/-15,700
Professional Services	+ 28%	+ 37%
Government	+ 20%	+ 23%

+ 18%

- 75%

+ 7%

+ 10%

+ 15%

+ 19%

- 17%

- 45%

- 25%

- 13%

Education & Health Services

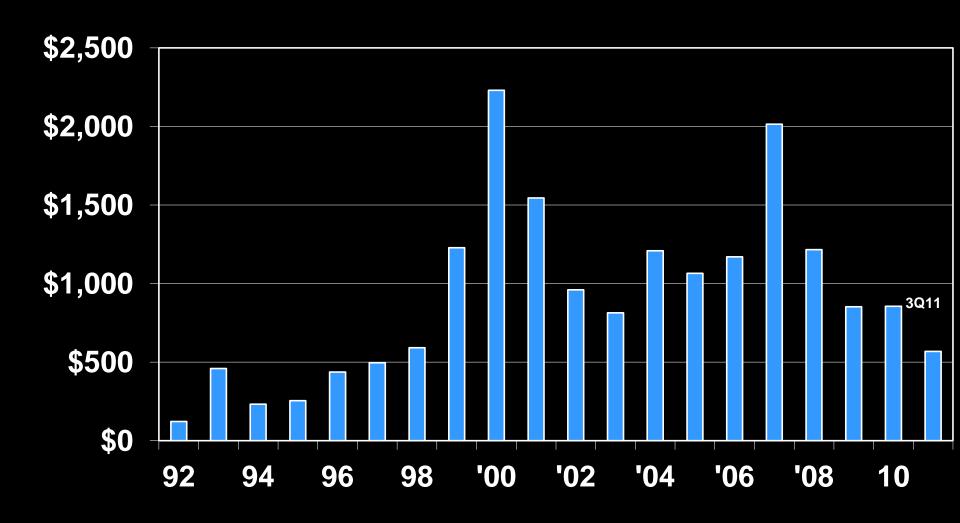
Finance

Construction

Information

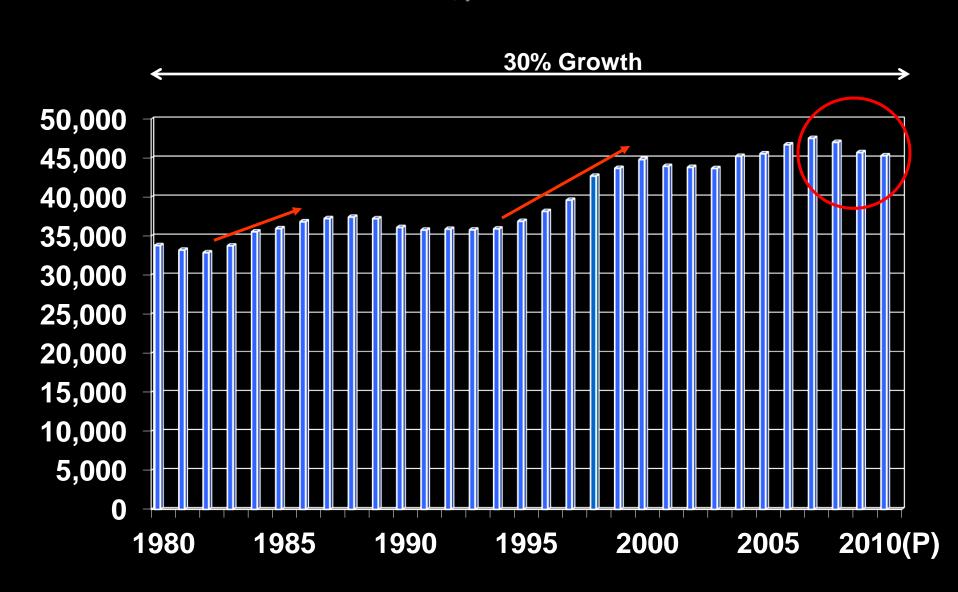
W & R Trade

SD Venture Capital Funds Resources for High Tech Jobs, M\$ per Year



SD Per Capita Income

Real 2009\$, 1980 - 2010



2012 Outlook Summary

"Slower Growth in 2012"

- National / International
- No Double-Dip, Not Out of Woods
- Headwinds to Robust Growth
 - Jobs, consumption, income, Europe
- Fiscal & Monetary Policy-Working?
- San Diego
- Job Growth 1%; U-rate 8.5%
- Home Price -5%; -Ownership Rates
- Defense-Military Cutbacks?



